



16638 U.S. PTO  
012604

210 WEST PENNSYLVANIA AVENUE  
TOWSON, MARYLAND 21204-4515  
TELEPHONE 410 832-2000  
FAX 410 832-2015

20 COLUMBIA CORPORATE CENTER  
10420 LITTLE PATUXENT PARKWAY  
COLUMBIA, MARYLAND 21044-3528  
TELEPHONE 410 884-0700  
FAX 410 884-0719

JEFFREY C. MAYNARD  
DIRECT NUMBER  
410-347-9496  
jmaynard@wtplaw.com

**WHITEFORD, TAYLOR & PRESTON  
L.L.P.**

SEVEN SAINT PAUL STREET  
BALTIMORE, MARYLAND 21202-1626

410 347-8700  
FAX 410-347-9414  
www.wtplaw.com

1025 CONNECTICUT AVENUE, NW  
WASHINGTON, D.C. 20036-5405  
TELEPHONE 202 659-6800  
FAX 202 331-0573

1317 KING STREET  
ALEXANDRIA, VIRGINIA 22314-2928  
TELEPHONE 703 836-5742  
FAX 703 836-0265

22141 U.S. PTO  
10/764697



January 26, 2004

**VIA EXPRESS MAIL NO.: EU941267515US**

Mail Stop: PATENT APPLICATION  
Commissioner for Patents  
P.O. Box 1450  
Alexandria, VA 22313-1450

**Re: New U.S. Patent Application of GERITZ, William F., III (Columbia, Maryland), NAVARRO, Paul (Baltimore, MD), OUREDNIK, Patricia Ann (Bel Air, Maryland) and MAHONEY, Donald P. (Cochranville, Pennsylvania) for their "SYSTEM AND METHOD FOR AUTOMATING BUSINESS DEVELOPMENT" (Based upon Provisional Application Serial No.: 60/442,435; filed: January 24, 2003); Serial No.: to be assigned; Filed: Herewith (January 26, 2004) Our Docket No. 010438/2**

Honorable Commissioner:

1. New patent application; forty-four (44) pages of specification including two (2) claims with thirty-one (31) sheets of drawings.
2. Our check in the amount of \$385.00 to cover the filing fee (small entity). No extra claims fee is believed to be necessary, as calculated below.
3. Our post card. Please date stamp and return.

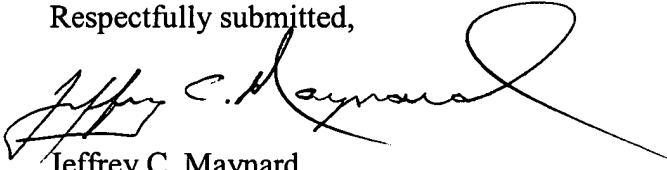
**Please associate this application with Customer Number 25223, and send all correspondence in connection with this application to the correspondence address associated therewith.**

			<b>SMALL ENTITY</b>			<b>LARGE ENTITY</b>	
FOR:	NO. FILED	NO. EXTRA	RATE	FEE		RATE	FEE
BASIC FEE			\$385.00	\$ 385.00	<u>OR</u>	\$770.00	
TOTAL CLAIMS	2-20=	0	X \$9	\$ 0.00		X \$18	
INDEP. CLAIMS	2 - 3=	0	X \$43	\$ 0.00		X \$86	
MULT. DEPENDENT CLAIM PRESENTED			+ \$145	\$ 0.00		+ \$290	
*If the difference in Col. 1 is less than zero, enter "0" in Col. 2.			TOTAL	\$385.00	<u>OR</u>	TOTAL	

Applicant hereby asserts that it is entitled to small entity status.

Please charge any unanticipated fees, or credit any overpayment, to our Deposit Account No.: 50-1479 (a duplicate copy of this charge authorization is attached).

Respectfully submitted,

  
Jeffrey C. Maynard  
Reg. No. 46,208

Enclosures

January 26, 2004

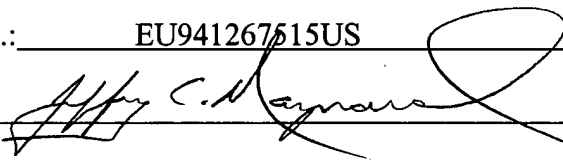
Page 3

### CERTIFICATE OF EXPRESS MAILING

I HEREBY CERTIFY that the above-referenced documents relating to New Utility Patent Application for SYSTEM AND METHOD FOR AUTOMATING BUSINESS DEVELOPMENT are being deposited with the United States Postal Service as Express Mail Post Office to Addressee on the date indicated below and in an envelope addressed to:

Mail Stop: PATENT APPLICATION, Commissioner for Patents, P.O. Box 1450, Alexandria, VA 22313-1450.

Express Mail Label No.: EU941267515US

By: 

Print Name: Jeffrey C. Maynard

Date: January 26, 2004